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☐ Almanac ☐ 1993 Promotional Calendar

Military Market

MAGAZINE FOR THE MILITARY RESALE SYSTEM ARMY TIMES PUBLISHING COMPANY OCTOBER 1992 $10.00

ON THE AIR

AAFES Business Television Network

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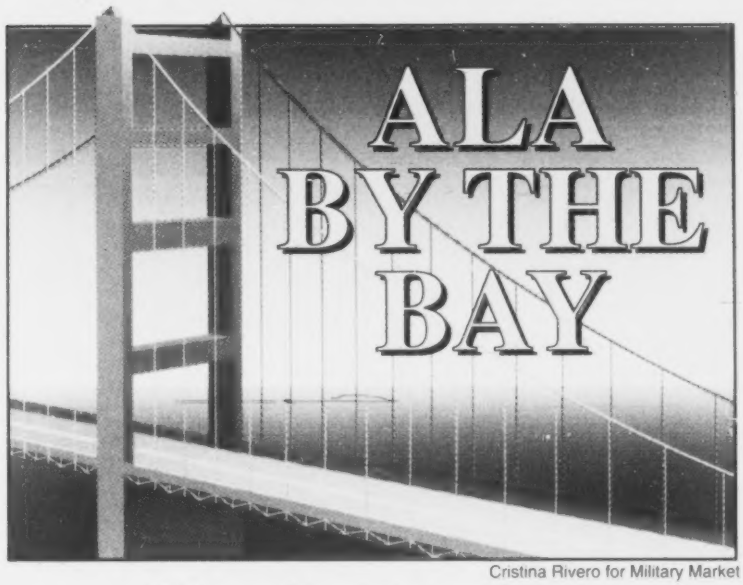

Cristina Rivero for Military Market

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OCTOBER 1992 VOL. 43, NO. 10

News

☐ AAFES runs test of P&G replenishment at Dan Daniel. ☐ CPA stores named for AAFES lower price point tests. ☐ DeCA anticipates cutting European inventory to under $100 million. ☐ Decision postponed on NEXCOM move to Jacksonville. ☐ DeCA Midwest switches to bi-weekly promotion plan. ☐ Pentagon says commissary budget cut could mean closing of 39 stores. 10

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COVER DESIGN by JEROLD COUNCIL

Military Market
MAGAZINE

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Military Market Index

COMMISSARIES		JUNE				YEAR-TO-DATE			
		CY '91[2]	CY '92	PERCENT CHANGE	AVERAGE SALES	CY '91[2]	CY '92	PERCENT CHANGE	STORES
CENTRAL	CONUS	$77,733	$72,111	-7.23	$1,759	$444,008	$441,558	-0.55	41
	OVERSEAS	343	373	8.53	373	2,049	2,310	+12.74	1
	TOTAL	**78,077**	**72,484**	**-7.16**	**1,726**	**446,058**	**443,868**	**-0.49**	**42**
MIDWEST	CONUS	87,728	76,537	-12.76	1,822	501,098	473,850	-5.44	42
	OVERSEAS	0	0	-	-	0	0	-	0
	TOTAL	**87,728**	**76,537**	**-12.76**	**1,822**	**501,098**	**473,850**	**-5.44**	**42**
NORTHEAST	CONUS	72,725	65,526	-9.90	1,424	415,403	398,177	-4.15	46
	OVERSEAS	70	77	+9.60	77	417	465	+11.32	1
	TOTAL	**72,795**	**65,603**	**-9.88**	**1,396**	**415,820**	**398,642**	**-4.13**	**47**
SOUTHERN	CONUS	93,281	81,671	-12.45	1,701	532,813	506,105	-5.01	48
	OVERSEAS	4,977	5,959	+19.72	1,192	29,698	36,596	+23.23	5
	TOTAL	**98,258**	**87,630**	**-10.82**	**1,653**	**562,511**	**542,702**	**-3.52**	**53**
SOUTHWEST	CONUS	92,421	81,120	-12.23	1,560	527,901	510,581	-3.28	52
	OVERSEAS	0	0	-	-	0	0	-	0
	TOTAL	**92,421**	**81,120**	**-12.23**	**1,560**	**527,901**	**510,581**	**-3.28**	**52**
NORTHWEST/ PACIFIC	CONUS	24,033	22,101	-8.04	1,700	137,275	133,440	-2.79	13
	OVERSEAS	39,312	46,521	+21.43	1,082	228,605	284,500	+24.45	43
	TOTAL	**62,345**	**68,623**	**+10.07**	**1,225**	**365,880**	**417,940**	**+14.23**	**56**
EUROPE	CONUS	0	0	-	-	0	0	-	0
	OVERSEAS	57,797	53,506	+1.34	505	315,036	350,196	+11.16	106
	TOTAL	**57,797**	**53,506**	**+1.34**	**505**	**315,036**	**350,196**	**+11.16**	**106**
TOTAL COMMISSARIES	CONUS	$447,921	$399,066	-10.91	$1,649	$2,558,498	$2,463,711	-3.70	242
	OVERSEAS	$96,500	$106,435	+10.30	$682	$575,806	$674,067	+17.07	156
	TOTAL	**$544,421**	**$505,502**	**-7.15**	**$1,270**	**$3,134,304**	**$3,137,778**	**+0.11**	**398**
GROCERY STORES	*U.S. 1*	*$30.443bil.*	*$30.103bil.*	*-1.12*		*$172.131bil.*	*$175.961bil.*	*+2.23*	-

EXCHANGES		JUNE			YEAR-TO-DATE		
		CY '91	CY '92	PERCENT CHANGE	CY '91	CY '92	PERCENT CHANGE
AAFES	CONUS	$368,514	$373,933	+1.47	$2,058,014	$2,059,310	+0.06
	OVERSEAS	270,307	230,259	-14.82	1,604,560	1,371,900	-14.50
	TOTAL	**638,821**	**604,192**	**-5.42**	**3,662,574**	**3,431,210**	**-6.32**
MAIL ORDER	CONUS	1,668	1,158	-30.58	9,759	7,480	-23.35
	OVERSEAS	2,395	1,682	-29.77	17,831	11,233	-37.00
	TOTAL[3]	**4,063**	**2,840**	**-30.10**	**27,590**	**18,713**	**-32.17**
NAVY	CONUS[4]	134,001	132,691	-0.98	678,892	680,435	+0.23
	OVERSEAS[4]	61,765	60,397	-2.21	306,498	316,504	+3.26
	TOTAL[3]	**195,766**	**193,088**	**-1.37**	**985,390**	**996,939**	**+1.17**
MARINES CORPS	CONUS[4]	34,356	35,440	+3.16	185,451	203,648	+9.81
	OVERSEAS[4]	5,747	5,701	-0.80	29,616	35,783	+20.82
	TOTAL[3]	**40,103**	**41,141**	**+2.59**	**215,067**	**239,431**	**+11.33**
COAST GUARD	CONUS[4]	8,389	8,369	-0.24	53,395	50,285	-5.82
	OVERSEAS[4]	514	617	+20.04	3,722	3,727	+0.13
	TOTAL[3]	**8,903**	**8,986**	**+0.93**	**57,117**	**54,012**	**-5.44**
ALL EXCHANGES	CONUS	$546,928	$551,591	+0.85	$2,985,511	$3,001,158	+0.52
	OVERSEAS	$340,728	$298,656	-12.35	$1,962,227	$1,739,147	-11.37
	TOTAL	**$887,656**	**$850,247**	**-4.21**	**$4,947,738**	**$4,740,305**	**-4.19**
DEPARTMENT STORES	*U.S.*[1]	*$13.305bil.*	*$13.990bil.*	*+5.15%*	*$75.062bil.*	*$79.587bil.*	*+6.03%*

NOTE: Distribution of sales by CONUS and overseas is based on definition by respective region, service or system. Individual figures may not add to totals because of rounding. Commissary sales include appropriate surcharges; exchange sales include concession volume. For the Northwest /Pacific region, Alaska and Hawaii are listed in this index as overseas stores. Figures do not include sales tax. Figures in thousands unless otherwise indicated. 1) Source: U.S. Department of Commerce. 2) MM estimate, based on official data. 3) Includes consolidated sales for all services, including Coast Guard. 4) Includes sales of Navy uniforms, exchange mart grocery sales, and concession sales; does not include sales of ship stores.

Military Market
MAGAZINE

1992
ALMANAC

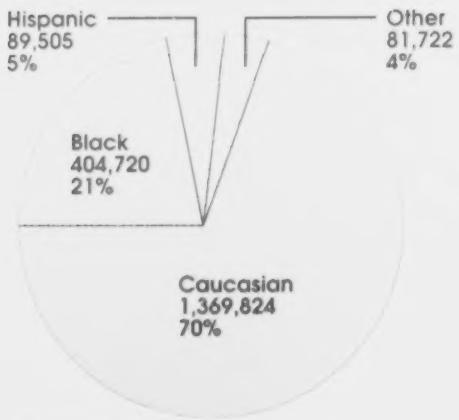
TOTAL POPULATION OF THE MILITARY COMMUNITY[1]

	Number	Percent
Active Duty		
Active duty personnel	1,945,771	16.2
Males	1,729,069	14.4
Females	216,702	1.8
Dependents		
Spouses	1,151,770	9.6
Children	1,617,280	13.5
Other	12,707	0.1
Total Active Duty	**4,727,528**	**39.4**
Retirees		
Retired Military	1,496,046	12.4
Spouses	1,270,100	10.6
Children	1,748,291	14.6
Total Retired	**4,514,437**	**37.6**
Reservists		
In paid status	1,150,259	9.6
Males	998,798	8.3
Females	151,461	1.3
Spouses	736,119	6.1
Children	881,245	7.3
Total Reservists	**2,767,623**	**23.0**
Total Military Community	**12,009,588**	**100.0**

[1] As of March 31, 1992. Includes both DoD and U.S. Coast Guard in active duty, retired and reserve personnel data.

SOURCES: DoD Directorate for Information, Operations and Reports, the DoD Office of the Actuary, and OASD (Reserve Affairs).

RACE BREAKDOWN OF ACTIVE DUTY MILITARY



As of March 31, 1992.
SOURCE: Research Department, Army Times Publishing Co.

ACTIVE DUTY MILITARY PERSONNEL BY SEX

Total	Active Duty	Percent Male	Percent Female
CY 1991	2,023,055	88.9	11.1
CY 1990	2,088,896	88.9	11.1
CY 1989	2,166,146	89.1	10.9
CY 1988	2,174,717	89.5	10.5
CY 1987	2,211,871	89.8	10.2
CY 1986	2,205,497	89.8	10.2
CY 1985	2,190,016	90.2	9.8
CY 1984	2,176,628	90.6	9.4
CY 1983	2,123,349	90.7	9.3
CY 1982	2,108,612	91.0	9.0

As of March 31, 1992.
SOURCES: DoD and Department of Transportation.

AGE BREAKDOWN OF ACTIVE DUTY MILITARY

Years of age	Men	Women	All
Under 21	14.56%	14.29%	14.52%
21-25	30.32%	32.26%	30.53%
26-29	17.75%	20.28%	18.03%
30-34	16.71%	17.97%	16.86%
35-39	12.16%	10.59%	11.99%
40 and over	8.50%	4.61%	8.07%
Total	**100.00%**	**100.00%**	**100.00%**

As of March 31, 1992. Does not include Coast Guard.
SOURCE: DoD Directorate of Information, Operations & Reports

AGE DISTRIBUTION OF WIVES OF ACTIVE DUTY MILITARY

Years of age	Number	Percent
Under 20		5.0%
20-24		28.5%
25-29		26.6%
30-34		21.4%
35-39		14.3%
40 and over		4.2%
Total	**1,151,770**	**100.0%**

As of March 31, 1992.
SOURCE: Defense Eligibility Enrollment System.

AGE DISTRIBUTION OF DEPENDENT CHILDREN OF ACTIVE DUTY MILITARY

Years of age	Number	Percent
Under 5	499,740	30.9%
5-9	562,813	34.8%
10-14	393,000	24.3%
15-17	161,727	10.0%
Total	**1,617,280**	**100.0%**

As of March 31, 1992.
SOURCE: Defense Eligibility Enrollment System.

RESERVE FORCES IN PAID STATUS

	Reserve Forces	Percent Branch	Percent All Services
Army Reserve			
Officers	59,033	19.3%	5.1%
Enlisted	246,539	80.7%	21.4%
Total	305,572	100.0%	26.5%
Army National Guard			
Officers	49,452	11.2%	4.3%
Enlisted	393,801	88.8%	34.2%
Total	443,253	100.0%	38.4%
Naval Reserve			
Officers	27,282	18.5%	2.4%
Enlisted	120,234	81.5%	10.4%
Total	147,516	100.0%	12.8%
Marine Corps Reserve			
Officers	3,418	7.8%	0.3%
Enlisted	40,671	92.2%	3.5%
Total	44,089	100.0%	3.8%
Air Force Reserve			
Officers	16,631	20.0%	1.4%
Enlisted	66,371	80.0%	5.8%
Total	83,002	100.0%	7.2%
Air National Guard			
Officers	14,213	12.1%	1.2%
Enlisted	103,619	87.9%	9.0%
Total	117,832	100.0%	10.2%
Total DoD Reserves			
Officers	170,029	14.9%	14.7%
Enlisted	971,235	85.1%	84.2%
Total	1,141,264	100.0%	99.0%
Coast Guard Reserve[1]			
Officers	1,625	13.7%	0.1%
Enlisted	10,214	86.3%	0.9%
Total	11,839	100.0%	1.0%
All Services			
Officers	171,654	14.9%	14.9%
Enlisted	981,449	85.1%	85.1%
Grand Total	**1,153,103**	**100.0%**	**100.0%**

As of Fiscal Year 1992.
[1] The Coast Guard is part of the Department of Transportation.
SOURCE: Office of the Assistant Secretary of Defense (Reserve Affairs).

ACTIVE DUTY MILITARY BY RANK, SEX AND SERVICE

Rank	Army		Navy		Marine Corps		Air Force	
	Male	Female	Male	Female	Male	Female	Male	Female
OFFICERS								
O-7 to O-10	371	4	246	3	66	1	315	4
O-6	4,498	166	3,451	127	626	9	4,900	137
O-5	9,716	797	7,190	636	1,575	24	11,295	795
O-4	15,692	2,048	11,811	1,735	3,041	104	15,896	2,379
O-3	27,493	4,932	20,700	2,999	5,943	215	36,303	6,620
O-2	10,107	2,177	8,733	1,134	3,498	138	8,267	2,051
O-1	7,488	1,601	7,183	1,176	2,250	88	5,133	1,214
W-4	2,007	11	616	1	231	2	---	---
W-3	3,843	91	754	9	347	6	---	---
W-2	6,119	304	1,470	74	792	51	---	---
W-1	2,185	121	8	35	329	29	---	---
WARRENT OFFICERS	14,154	527	2,848	119	1,699	91	---	---
TOTAL OFFICERS	89,519	12,252	62,162	7,929	18,698	670	82,109	13,200
ENLISTED								
E-9	4,034	76	4,927	68	1,442	19	4,135	90
E-8	12,111	460	10,318	409	3,491	63	7,464	442
E-7	47,321	3,558	32,228	1,879	9,040	311	34,903	2,955
E-6	75,121	8,141	78,008	7,160	14,331	839	49,107	6,550
E-5	100,054	12,729	94,783	12,314	23,774	1,377	90,733	13,152
E-4	160,118	24,581	91,660	11,891	30,701	1,755	90,386	18,527
E-3	66,824	8,858	59,675	9,804	55,704	2,708	45,105	10,896
E-2	31,005	4,309	39,580	4,079	17,836	746	13,826	3,288
E-1	22,678	3,100	22,419	2,215	9,219	354	8,622	2,087
TOTAL ENLISTED	519,266	65,812	433,598	49,819	165,538	8,172	344,281	57,987
CADETS/MIDSHIPMEN	3,794	497	3,828	445	---	---	3,840	521
GRAND TOTAL	612,579	78,561	499,588	58,193	184,236	8,842	430,230	71,708

Rank	Total DoD			Coast Guard		Total All Services		
	Male	Female	Total	Male	Female	Male	Female	Total
OFFICERS								
O-7 to O-10	998	12	1,010	31	0	1,029	12	1,041
O-6	13,475	439	13,914	381	1	13,856	440	14,296
O-5	29,776	2,252	32,028	715	11	30,491	2,263	32,754
O-4	46,440	6,266	52,706	1,035	38	47,475	6,304	53,779
O-3	90,439	14,766	105,205	1,531	125	91,970	14,891	106,861
O-2	30,605	5,500	36,105	1,114	132	31,719	5,632	37,351
O-1	22,054	4,079	26,133	590	84	22,644	4,163	26,807
W-4	2,854	14	2,868	424	0	3,278	14	3,292
W-3	4,944	109	5,053	327	5	5,271	114	5,385
W-2	8,381	429	8,810	799	16	9,180	445	9,625
W-1	2,522	185	2,707	0	0	2,522	185	2,707
WARRENT OFFICERS	18,701	737	19,438	1,550	21	20,251	758	21,009
TOTAL OFFICERS	252,488	34,051	286,539	6,947	412	259,435	34,463	293,898
ENLISTED								
E-9	14,538	253	14,791	304	0	14,842	253	15,095
E-8	33,384	1,374	34,758	563	6	33,947	1,380	35,327
E-7	123,492	8,703	132,195	2,753	80	126,245	8,783	135,028
E-6	216,567	22,690	239,257	5,513	340	222,080	23,030	245,110
E-5	309,344	39,572	348,916	5,688	548	315,032	40,120	355,152
E-4	372,865	56,754	429,619	7,200	703	380,065	57,457	437,522
E-3	227,308	32,266	259,574	3,965	379	231,273	32,645	263,918
E-2	102,247	12,422	114,669	2,985	440	105,232	12,862	118,094
E-1	62,938	7,756	70,694	637	110	63,575	7,866	71,441
TOTAL ENLISTEDS	1,462,683	181,790	1,644,473	29,608	2,380	1,492,291	184,170	1,676,461
CADETS/MIDSHIPMEN	11,462	1,463	12,925	---	---	11,462	1,463	12,925
GRAND TOTAL	1,726,633	217,304	1,943,937	36,555	2,792	1,763,188	220,096	1,983,284

DoD figures as of 1/1/92. Coast Guard figures as of August 31, 1992.

TOTAL INCOME OF THE MILITARY UNIVERSE, FY 1992

Active duty military, total	**$82.2 Billion**
Military pay, allowances, benefits	72.7 Billion
Working wives income and "moonlighting"	9.5 Billion
Retired military, total	**65.9 Billion**
Pensions	24.4 Billion
Second-career jobs	30.1 Billion
Working wives income	11.4 Billion
Reserves in paid status, total	**42.5 Billion**
Reserve training pay	7.0 Billion
Employment income	28.1 Billion
Working wives income	7.4 Billion
Total income, military universe	**$190.6 Billion**

SOURCE: DoD Personnel Budget for Fiscal Year 1992 and Department of Commerce and Bureau of the Census data for non-government income of families in the military community

1992 ACTIVE DUTY MILITARY ANNUAL COMPENSATION

Average military compensation	**$35,470** [1]
Regular military compensation	28,093
Basic pay	19,019
Basic allowance for quarters & VHA	5,253
Basic subsistence allowance	2,332
Federal income tax advantage	1,489
Special pays and consumption advantages	7,377
Special allowances	673
Special and incentive pay and bonuses	1,248
Commissary and exchange savings	625
Free/reduced cost medical & dental care	2,764
Retirement credit, current year's service	765
Social security payments, government contribution	1,302

[1] Annual rate, including value of special pays and allowances, fringe benefits and consumption advantages. The breakdown above represents per capita amounts derived by dividing the total value of each category by the number of active duty personnel.
SOURCE: Estimates based on DoD Personnel Budget for Fiscal Year 1992 and data on regular military compensation obtained from the Directorate of Compensation, OASD (Force Management and Personnel).

AVERAGE MILITARY COMPENSATION FOR THE PAST 10 YEARS

SOURCE: DoD Military Personnel Budget for the years shown

LARGEST SUPERMARKET CHAINS, CY 1991

$ in billions

1.	Kroger	$21.4
2.	American Stores	20.8
3.	Safeway	15.1
4.	A & P	11.4
5.	Winn Dixie	10.1
6.	Albertson's	8.7
7.	**Worldwide Commissaries**	**6.4**
8.	Vons Companies	5.4
9.	**Domestic Commissaries**	**5.2**

Note: Commissary sales include the 5 percent surcharge.
SOURCES: Sales of civilian supermarket chains were obtained from Standard and Poor's STANDARD CORPORATION DESCRIPTIONS. Military commissary sales are as reported by the headquarters office of the commissary system.

LARGEST DEPARTMENT STORE AND VARIETY CHAINS, CY 1991

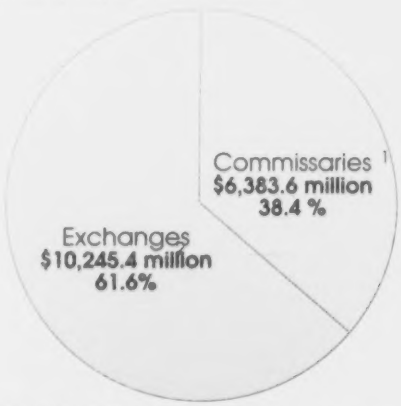
$ in billions

1.	Wal-Mart (est.)	$38.3
2.	KMart (est.)	34.4
3.	Sears	31.3
4.	J.C. Penney (est.)	17.1
5.	Dayton-Hudson	16.1
6.	**Worldwide Exchanges**	**10.1**
7.	May Department Stores (est.)	10.0
8.	F.W. Woolworth	9.9
9.	**Domestic Exchanges**	**6.3**

SOURCE: Sales of civilian department store chains were obtained from Standard and Poor's STANDARD CORPORATION DESCRIPTIONS. Military exchange sales are as reported by the headquarters offices of the exchange systems.

THE MARKET'S RETAIL SALES

Total $16,629.0 million



[1] Includes appropriate surcharges.
[2] Includes sales by mail order catalog, concessions, food service and personal services as well as retail department sales.

COMBINED SALES FOR COMMISSARIES AND EXCHANGES

FY 1991	**$16.629 billion**
FY 1990	**$16.494 billion**
FY 1989	**$15.199 billion**
FY 1988	**$14.467 billion**
FY 1987	**$13.705 billion**
FY 1986	**$12.660 billion**
FY 1985	**$12.155 billion**
FY 1984	**$12.068 billion**
FY 1983	**$11.789 billion**
FY 1982	**$11.354 billion**

COMMISSARY SALES BY DECA REGION FY 1991

$ in millions

System	Domestic	Percent of Total	Overseas	Percent of Total	Worldwide	Percent of Total
Southern	$1,026.1	20.9%	$69.6	4.7%	$1,095.7	17.2%
Southwest	1,013.2	20.7%			1,013.2	15.9%
Midwest	961.7	19.6%			961.7	15.1%
Central	852.2	17.4%	5.0	0.3%	857.2	13.4%
Northwest/Pacific	250.9	5.1%	575.1	38.8%	826.0	12.9%
Northeast	797.3	16.3%	1.0	0.1%	798.3	12.5%
European			775.2	52.3%	775.2	12.1%
State Department			56.2	3.8%	56.2	0.9%
TOTAL	$4,901.4	100.0%	$1,482.2	100.0%	$6,383.6	100.0%

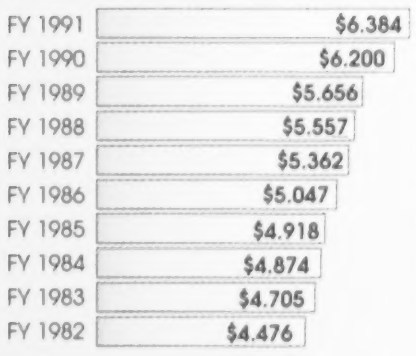
EXCHANGE SALES BY REGION FY 1991

$ in millions

System	Domestic	Percent of Total	Overseas	Percent of Total	Worldwide	Percent of Total
		65.7%				
AAFES	$4,329.0	22.1%	$3,172.4	86.6%	$7,501.3	73.2%
Navy	1,457.6	7.7%	445.5	12.2%	1,903.1	18.6%
Marine Corps	508.1	1.6%	36.5	1.0%	544.6	5.3%
Coast Guard	103.7	2.8%	6.8	0.2%	110.5	1.1%
Veterans Canteen Service	185.8				185.8	1.8%
TOTAL	$6,584.2	100.0%	$3,661.2	100.0%	$10,245.4	100.0%

10-YEAR COMMISSARY SALES GROWTH

$ in billions



Sales includes appropriate surcharges
SOURCE: Headquarters office of commissary system

10-YEAR EXCHANGE SALES GROWTH

$ in billions

SOURCE: Headquarters offices of exchange systems

EXCHANGE RETAIL SALES BY DEPARTMENT AND BY AREA FY 1991

Department	ConUS	Percent	Overseas	Percent	Worldwide	Percent
Automotive	$127,796	2.4%	$62,944	2.1%	--$190,740	2.3%
Gasoline [1]	466,038	8.6%	181,237	6.1%	647,275	7.7%
Automotive labor [2]	26,615	0.5%	8,872	0.3%	35,487	0.4%
Video rental (AAFES only)	11,877	0.2%	14,275	0.5%	26,152	0.3%
Tobacco products (incl. vending)	293,417	5.4%	70,624	2.4%	364,041	4.3%
Food, candy & snacks	268,067	5.0%	205,549	6.9%	473,616	5.6%
Beer & beverages [3]	257,687	4.8%	82,269	2.8%	339,956	4.0%
Distilled spirits & wine [4]	292,769	5.4%	87,945	2.9%	380,714	4.5%
Carbonated beverages [5]	77,804	1.4%	90,240	3.0%	168,044	2.0%
Toiletries	230,849	4.3%	115,771	3.9%	346,621	4.1%
Cosmetics & fragrances	174,958	3.2%	62,756	2.1%	237,714	2.8%
Military uniforms (incl. DPSC mdse.)	301,173	5.6%	90,979	3.0%	392,152	4.7%
Jewelry (incl. semi-precious jewelry) [6]	127,345	2.4%	80,735	2.7%	208,080	2.5%
Watches	54,108	1.0%	28,880	1.0%	82,988	1.0%
Stationery	75,073	1.4%	26,377	0.9%	101,450	1.2%
Party goods & greeting cards	77,108	1.4%	35,954	1.2%	113,062	1.3%
Books & periodicals	98,433	1.8%	34,945	1.2%	133,378	1.6%
Men's outerwear	116,090	2.1%	60,876	2.0%	176,966	2.1%
Men's furnishings	171,207	3.2%	89,780	3.0%	260,987	3.1%
Women's outerwear	166,201	3.1%	93,488	3.1%	259,689	3.1%
Women's lingerie	104,285	1.9%	38,181	1.3%	142,466	1.7%
Boyswear	46,593	0.9%	24,978	0.8%	71,571	0.9%
Girlswear	45,879	0.8%	23,320	0.8%	69,200	0.8%
Infants' & toddlers' wear	68,535	1.3%	32,998	1.1%	101,533	1.2%
Footwear	169,726	3.1%	85,118	2.9%	254,844	3.0%
Linens & domestics	73,529	1.4%	44,118	1.5%	117,647	1.4%
Yardage & sewing notions	3,913	0.1%	14,371	0.5%	18,284	0.2%
Dinnerware & flatware	18,787	0.3%	9,940	0.3%	28,727	0.3%
Kitchenware, pots & pans	53,507	1.0%	27,442	0.9%	80,949	1.0%
Giftware	58,551	1.1%	61,676	2.1%	120,227	1.4%
Cleaning supplies	59,964	1.1%	29,401	1.0%	89,366	1.1%
Traffic & major appliances	135,936	2.5%	69,405	2.3%	205,342	2.4%
Furniture & rugs	70,235	1.3%	93,483	3.1%	163,718	2.0%
Hardware, tools, garden & pet supplies	109,806	2.0%	42,069	1.4%	151,875	1.8%
Luggage	36,584	0.7%	16,131	0.5%	52,715	0.6%
Outdoor living	119,014	2.2%	22,165	0.7%	141,179	1.7%
Sporting goods & camping supplies	82,510	1.5%	45,017	1.5%	127,527	1.5%
Developed film	23,016	0.4%	8,951	0.3%	31,967	0.4%
Photographic, optical processing	76,666	1.4%	48,811	1.6%	125,477	1.5%
Toys & games	95,125	1.8%	82,679	2.8%	177,804	2.1%
Computers & accessories	76,544	1.4%	63,904	2.1%	140,448	1.7%
Home entertainment, musical	359,505	6.6%	435,860	14.6%	795,365	9.5%
Recorded sound & video	106,367	2.0%	140,424	4.7%	246,790	2.9%
Total retail sales	**$5,409,192**	**100.0%**	**$2,984,938**	**100.0%**	**$8,394,130**	**100.0%**

[1] AAFES Retail Department 2 and Navy Services Department J3. [2] AAFES Retail Department 3 and Navy Services Department J5. [3] AAFES Retail Department 23 and Navy Retail Department A6. [4] AAFES Retail Departments 22 and 25, Navy Retail Department A9. [5] AAFES Retail Department 29 and Navy Retail Department A6. [6] AAFES Retail Department 50 and Navy Retail Department D2.

SOURCE: Research Department, Army Times Publishing Company